



THE REQUISITIONER

**September 14, 2005
Plant Tour & Dinner Meeting**

3:00 p.m.

**Plant Tour - Barden Homes
Tully, NY**

2192 Thomas Albert Drive, Rt. 281

*Directions: Take Exit 13 off Rt. 81,
travel 1 mile on Rt 281 North, Barden
Homes is on the left.*

Dinner location to be announced
Please rsvp sharon@aclsmail.com
Or call 457-7121

BARDEN HOMES HISTORY

In 1909, George L. Barden teamed up with Roscoe J. Robeson in Penn Yan, New York, nestled in the heart of the Finger Lakes region, to form a lucrative partnership.

To accommodate the rapidly growing fruit trade in the Finger Lakes region, the Barden and Robeson Corporation changed its focus to bushel baskets in 1911. Business continued to grow and by the 1920's, wicker baby furniture was added to the company's product line. The 1940's brought World War II, which shifted Barden and Robeson's focus once again. Bushel basket and furniture production were put on hold in order to assist the US government in the war effort by assembling ammunition boxes.

After the war, there was a major push by the U.S. government for rapid housing in the United States, switched Barden and Robeson's focus yet again. By this time, three production facilities, located in Penn

Yan, Middleport, and Lockport, were being utilized in full force, which prompted the endeavor of a new state-of-the-art product, Barden Homes.

Barden Homes grew so quickly that in 1968, the company opened the doors to another production facility located in Homer, New York. By this time, three generations of Barden's: G.L. Barden and his son, Bryce, and Bryce's sons Rick and Tom, were also joined by Bob Gelder, a long time family friend, and together they steered the company to what it is today.

Today, Barden Homes continues to grow at a steady pace with the fourth generation stepping into the forefront of the company. Barden Homes maintains a network of over 200 independent dealers who provide top quality custom built homes to valued customers. In 2001, Barden Homes celebrated delivery of its 15,000 home, which was cause for celebration as a ribbon cutting ceremony took place at the Homer facility.

In the Summer of 2004, Barden opened a brand new state of the art production and office facility in Tully NY, replacing the Homer plant that they had outgrown. thus once again staying far ahead of the competition. In 2005 Barden Homes became international with its operations in Ontario, Canada.



In keeping with the ideas that were instilled by its founders, Barden Homes continues the long line of quality, precision, and tradition that were instilled over 90 years ago. All starting as a wagon wheel parts manufacturer in a small town in upstate New York, Barden Homes has evolved as one of the premier home material supply companies in the Northeast United States.

Message from the President

The end of summer brings the start of the school year, football season and NAPM Greater Syracuse dinner meetings.

We started the new affiliate year in July with our traditional clambake. This year's event was a record setter for attendance and revenue. The success of the clambake is due to the commitment and hard work of our Clambake Chair Maria Falcone. She was assisted by board member Eric Mark and a number of volunteers. These volunteers helped sell advance tickets and 50/50 raffle tickets that support our scholarship fund and receive guests at the gate. The Clambake success is tied to our ability to effectively run our affiliate. It provides the funds required to send our board of directors and chairpersons to ISM sponsored seminars. More importantly, it provides the funds to provide the Professional Development meetings for the general membership. Thank-you to all who participated in making this event so successful.



Chris Sheldon, C.P.M.

Our Professional Development Chair is Doug Isbell. Doug is now in his third year in this position. Each year his mission is to provide an informative and interesting slate of speakers for workshops and dinners. In past years he has conducted ISM sponsored satellite seminars and C.P.M. review workshops. Once again we are presenting a full agenda of workshops and dinner meetings. With the support of the membership we will try to conduct a satellite seminar and C.P.M. review workshop but again it requires interest and participation from you to sponsor these events. If you regularly attend our workshops and dinner meetings I admire your commitment. If you have not attended in a couple of years please try to attend at least one, I know you will have a productive experience.

Our first meeting this year begins with a facility tour of Barden Homes in Preble. I am looking forward to seeing you there on Wednesday, September 14th.



David Gross and Douglas Isbell attended the Watertown NAPM clambake in August. They ran into an old friend, Joe Kinn, former secretary of NAPM-Greater Syracuse. Joe is now the Vice President of the Watertown affiliate.

The beer was cold, the clams were delicious and the weather couldn't have been better.

2005-2006 Satellite Seminars

If you are interested in any of the following satellite seminars, please contact Doug Isbell at 314-442-4879, or email douglas.isbell@empireblue.com. We will order the DVD, or set up a room for the live satellite seminar, depending on the number of people who sign up for the course.

Tools for Negotiations Success

Thursday, October 20, 2005

As an essential core competency of any supply manager, negotiating is one of the most complex and sophisticated tasks to master. This program introduces tools and resources that reduce the apprehension and stress associated with effective negotiating. Improve your negotiation process with efficient planning and be as well prepared as the person on the other side of the table. Participate in this session and walk away with solutions that you can use immediately.

Ethics in Supply Management: Minding Your Actions and Decisions

Thursday, February 9, 2006

This program explores the role of ethics in supply management. The news continues to address this topic in the wake of ongoing business improprieties. Embed a strong code of ethics in the actions and documents within your supply organization and learn more about your obligation in a global society. We'll also explore how to develop and enforce a strong code of ethics and how to address conflict of interest and anti-trust issues.

Risk and Change Management: Surviving in a Dynamic Business Environment

Thursday, April 20, 2006

The constant change in technology and the expanding global economy demand more sophisticated ways to mitigate and reduce potential conflicts. Gain a thorough understanding of how to manage risk and prepare for change. Know what to do when conflicts arise and how to ensure security. The discussion includes other supporting topics.

Buying Travel, Energy and Other Services

Thursday, June 8, 2006

This satellite seminar explores the role of supply managers in the services spend. Previously managed outside the supply organization, more and more supply managers are responsible for the purchase of travel, energy and other services. Knowledge of each unique service area is critical for supply's successful contribution. Find out how you can become proactive in demonstrating your knowledge using sound supply management strategies.